

MEMORANDUM FOR RECORD

SUBJECT: Golf Advisory Council Meeting 8 September 2006

Council attendees:

Attended (Y/N)

-COL John Koster (Chairman)	N	
-MAJ Lozano (Officer& Mil Retired Rep)	N	
-John Gehbauer (Civilian Retired Rep)	Y	
-MSG Miller (Enlisted Daily Fee Rep	Y	--
-Sue Coppola (Ladies Rep)	N	
-Brian Wolfinger (Advance Fee Rep)	Y	
-Walt Wurster (PGL Rep)	Y	
-Lee Moreau (Director, MWR)	Y	
-Matt Mugavero (MWR Golf Pro/Mgr)	Y	
-Mike Brown (MWR Golf Superintendent)	Y	
-Chris Kunkel (MWR Bus/Rec MGR.)	Y	
-Sue Elias (MWR Services/Marketing)	Y	
-Narayan Parimi (MWR Financial)	Y	
-Jeff DiPietro (Food and Beverage Mgr)	Y	

1. Golf Professional's Report:

a. Advance Fee Patron Update (As of August 30, 2006)

<u>Patron Category</u>	<u>Primary</u>	<u>Dependent Full</u>	<u>Dependent Limited</u>
Active Duty Military	13	0	1
Retired Military	87	4	17
Reserve/OT Military	21	1	1
Active Civilian	144	3	18
Retired Civilian	147	3	35
DOD Contractor	5	1	0
Commander Approved (incl First Responder)	13	1	0
Widows	4	0	0
Veteran AF	99	5	17
Subtotal	533	18	89
 Grand Total	 640		

Comment:

The annual fee patron (AVP) base is approaching our self-imposed limit or cap of 660 AVP. Tee sheet pressure exists on preferred play days and front line issues are becoming more apparent. Customers are showing signs of dissatisfaction when tee times are unavailable or slow play exist on the busy days. The updated daily tee sheet availability is detailed in section b.

b. Rounds Played Report

	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
October	3135	2960	2957	1949.5	2043.5	2411.5	1532
November	1545	950	1537	701.5	989.5	815.5	1069.5
December	0	28	505	8	1	120	8.5
January	0	0	0	0	0	0	0
February	0	0	0	0	0	0	0
March	627	0	119	0	0	0	0
April	2421	2331	2324	1294.5	1787.5	1313.50	2420
May	4241	3777	3361	2683.5	3056	3311	3450.50
June	4664	4356	4369	2507.5	3475	3755	2723.5
July	4298	4628	4463	4158.5	3667.5	3902	3778.50
August	3615	4000	4134	3295	3209	3342.50	3138.50
September	5419	4815	4653	4133	3562.5	3933.50	
							(18,113)
							To date
Total	29965	27845	28422	20731	21791.5	23028	
			1051(9)				600
Grand Total			29473				(18,713)
							to date

Golf Pro Comments:

June rounds were low due to flooding and rain. July rounds leveled off nearing the average for that time period. August rounds came in a little low due to a few days rain at the end of the month.

In the last meeting we addressed the issue of tee sheet availability and some of the problems / solution. Here is a rundown of where we are at the moment.

Wed - Fri Trial (new) 7:00 start has worked very well. Every Wednesday and Friday (7:00 - 7:30) has been sold out adding 20-24 players to the tee sheet. Thursday is still behind but is gaining ground.

Sat - Sun The 1 & 10 start is working well and customers like getting out earlier on weekends. Tee times have been slightly compressed to allow for more players. A few of the weekend afternoons have been sold out. Play is generally very slow on these days due to increased guest play.

Prime-Time We are approaching sell out status on most days. Group leaders are improving with their communication to commit players. However, on a few occasions, some groups show up with more players than have been carded which causes a back up in the tee sheet and slow play. We have not turned anyone away yet but are "pushing the envelope". We have reduced the number of tee-times by one slot on each side to accommodate for last minute changes. Approval was already provided to reduce guests to one (1) per advance fee patron and if necessary due to demand to eliminate guest play all together during prime time. Discussion of options Are detailed in the 7 April 2006 & 7 June 2006 minutes.

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Tuesday Some of the members of the ladies group have expressed and interest in a moving their regular start time to 8:30 as apposed to 8:00. This would be an excellent opportunity to free up 50 rounds from 7:00 to 8:30 for regular patrons. The ladies group would hold the tee box from 8:30 to 10:30 (current time slot is 8:00 to 10:00). ACTION: Mr. Mugavero to schedule a meeting with Women's representatives from the 9 & 18 hole groups in an effort to develop a consensus. Report results at next golf council.

Monday Sold out for outings and maintenance.

The weather patterns did "cramp" the tee sheet in June (40 % marginal play days due to rain), July was a good weather month with only 9 % marginal play days, and August experienced poor weather at months end and 23 % marginal play days. Rounds played report indicates we are not growing rounds beyond 2005 levels despite the healthy increase in AVP from Veterans and First Responders.

c. Daily Fee Veterans Program Update

The Daily Fee Veteran count is consistent with previous years. The current number of registered Daily Fee Veterans is at 246.

2. Golf Superintendent's Report:

a. Cart Paths

Materials are stockpiled to continue cart path work in areas that need completion and repairs. This is expected to get completed in the fall. The following holes will receive priority: Number 9 (finish), 18 (finish) And install new on 1 (left side of fairway).

b. New Carts and Storage:

Plans and funding for the building are complete. Work to start mid-October 2006 and be completed prior to end of the 2006 season. The delivery date for the new fleet of carts will be in March 2007.

c. Senior/Ladies Tee Boxes:

Tees #5, 7, 8 are now open. Tee box #17 is still behind in grow-in. We have been working on it with aeration, fertilizer and seed. We expect to see improvement in the early part of September and planned to open the tee box for the Member / Member Championship. Due to the excessive wet weather preceding the weekend tournament, it was decided to postpone opening the 17 th tee box to protect and allow more time top strengthen the young turf.

3. New Business:

Input from Sue Coppola is attached:



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Food & Beverage Feedback

The following are responses to specific issues brought before Golf Council at recent meeting:

a. I understand there was a sign in Mulligans to not move tables. I was unaware of this and have certainly never instructed staff members to post such a sign. I have not seen a sign like this in there and tables are moved virtually every day so I would assume this is no longer an issue.

b. Lil Skeeters was closed early on 6 August. This is correct as I found out later the employee went home sick on that day.

c. Customer service in Mulligans. While we have had employee turnover this season with one person retiring and another person who resigned, the service standard has been met. Customers have been served in a timely manner and sales have stayed steady. I will continue to reinforce customer service and sanitation as we move forward into next season.

d. Golf outing food. This year we have had many golf outings and received good comments on food and service. There was some reference to certain items such as ziti that is on our standard outing menu. Please note the menus can be modified or changed if folks want a certain product. This is done often and coordinated through the point of contact and Catering office. Since we serve a wide audience our food is not overly spiced, as that is an individual taste.

e. Round tables. We will continue to bring these tables in for small groups however we cannot use for large outings due to limited space in the banquet hall.

f. We have developed customized menu for many of the ladies outings this past year and will continue to do so. Please understand however that as our costs continue to increase these functions will be priced accordingly.

The Mulligans snack bar is open 7 days a week/ 69 operating hours during the golf season. Lil Skeeters/Habaneros is also open seven days with 57 operating hours a week this past season. This was a terrific year with favorable weather and we look forward to serving you fine food and beverages next season. Jeff DiPietro, FB&E Manager.

The following information is provided as feedback regarding the market driven Demand for F & B service at Lil Skeeters weekday evenings and weekends. The average weekday (wed-thurs-fri) extended hours (1500-1700) retail daily sales totaled \$ 18.16. The average weekend retail daily sales totaled \$ 90.70.

4. New Business-(continued):

a. Annual Fee Request for Major Tournament Exclusivity / Added Value

Some AVP, representing a larger portion of AVPs, are requesting that the major tournaments be restricted to annual fee patrons only (formal request is forthcoming). Currently these tournaments are open to all daily fee and annual fee patron categories. They are requesting this as an added value for their commitment to the annual fee program. The following is a list of events that are in consideration; Presidents Cup, Senior Club Championship, Club Championship, Member / Member Championship, Mens Member Guest, Husband / Wife & Couples Championship.

Other military golf courses that have a similar pricing structure and patron base as Picatinny:

Ft. Lee - Annual Fee Member Tournaments; Club Championships, Member Guest, Partner Championship, other events open to all categories and separated by pricing

Selfridge - All tournaments are open with pricing differences

Ft. Jackson - Annual Fee Member Tournaments; Club Championships, Member Guest, other events open to all categories and separated by pricing

Ft. Belvoir - Annual Fee Member Tournaments; Club Championships, Member Guest, other events open to all categories and separated by pricing

Aberdeen - Annual Fee Member Tournaments; Club Championships, Member Guest, other events open to all categories and separated by pricing

West Point - All events open to only West Point Categories

Summary of Poll; Most of the military courses that have AVPs will focus special events for that customer demographic. The managers and golf professionals were in support of the added value experience for those patrons that commit to the annual fee programs. The AR 215-1 was mailed to all council members for review in shaping further discussion regarding a way ahead. Two -tiered pricing and format may result. Deferred until November meeting.

b. Wait List for Annual Fee Patronage.

The AVP base is nearing our self -imposed cap of 660. A decision as to procedure on waitlist applications needs to be developed. All patrons on the waitlist will have the ability for Daily Fee play except for Commander Approved Patrons. Council members were provided a copy of AR 215-1 to review regarding Army's priority system.

Recommendation:

Active Duty - no wait, extend total # of patrons as needed. All other categories are on first come, first serve wait list with the exception of the 1st responder category. The first responder category is limited to 50 total patrons.

Discussion deferred until November 2006 meeting.

c. Handicap Flags

A few seniors have been requesting that the golf course reconsider its position on handicap flag usage. They are requesting that on days that we are marginal as to path only restrictions, that we permit crossing on certain areas. The certain areas would be common sense areas that need to be outlined. They would also like closer access to the greens and the tees to save time walking on days under normal conditions. This issue was discussed at the Council level in the past and was recommended to keep the existing policy in place. If the policy is reconsidered, issues such as the following need to be discussed; proof of handicap, knowledge of course, # of flags issued, what defines marginal days, no go areas, etc,. A draft policy is under development.

Bill Shaffer, NERO Golf Representative, recommended that we use a written rules statement for our HDCP customers. The rules should include local issues of wet areas, go and no-go areas, qualifications, etc. NERO Golf advised that the Army is actively considering a revision to Golf policy that would address this very situation. Deferred until November meeting.

The County courses use 3 wheel HDCP carts that are easy on the turf. The carts are accessible to green and tee banks but restricted to wet areas and hills. During wet conditions, carts are restricted to paths.

4. "Round the Council" for discussion of new business:

a. The "Wall" (11th Fairway) Update:

A meeting is scheduled for 18 Sep with representatives of ARCADIS, the environmental remediation contractor and golf staff. This meeting will go over the planned TCE (solvent) plume cleanup near and under the 11th fairway. The plan is to start in the "off season" by trenching a 30'-40' deep X 2' wide trench 50' away from the stream from one side of the 11th fairway to possible beyond the 12th fairway. It will involve the removal of the existing soil and the backfilling with metal fillings to attached the solvent and allow it to volatilize into the air. Once completed it will be turf covered to allow for a playable fairway. The timeframe is expected to run through the winter season.

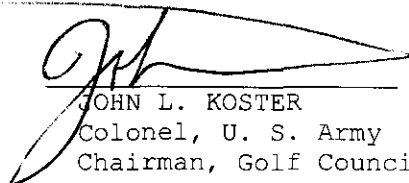
With the anticipation of the construction on the 11th fairway we expect to receive DEP permit approval to relocate the 11th bridge (with new construction). We currently are researching cost estimates and funding for this new bridge and its installation.

b. It was requested that the sand product/specification for traps in areas with poor drainage conditions be reviewed. It was suggested a new product in use at other courses may serve as a solution to provide "consistent sand quality" by using a mesh net that enables better drainage and thus better sand quality. It was noted that this technique works where drainage is effective. If the water level of green pond brook is elevated above the floor of the sand trap the mesh net will not be effective. It was agreed to test this product/technique out on the green side bunker at # 8

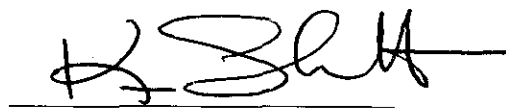
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6. Next council meeting is 1 December 2006, 1030, Pro Shop.



JOHN L. KOSTER
Colonel, U. S. Army
Chairman, Golf Council



KERRY T. SKELTON
LTC, MP
Garrison Commander

☒ Approved
☐ Disapproved
☐ Date